

FIG. 1

Reference Pricing Table

(46)	(40) → Current OEM Prices (44)										(42) → Future Prices			
	>0	1-24	25-99	100-999	etc.	1K+	10K+	...	Min Price	Ref Price	Q+1 RP	Q+2 RP	Q+3 RP	Q+4 RP
Part A														
Part B														
Part C														
Part D														

Generated by
formula

- or -

Uploaded as table
(e.g., .xls)

FIG. 2

FIG. 3

FIG. 3

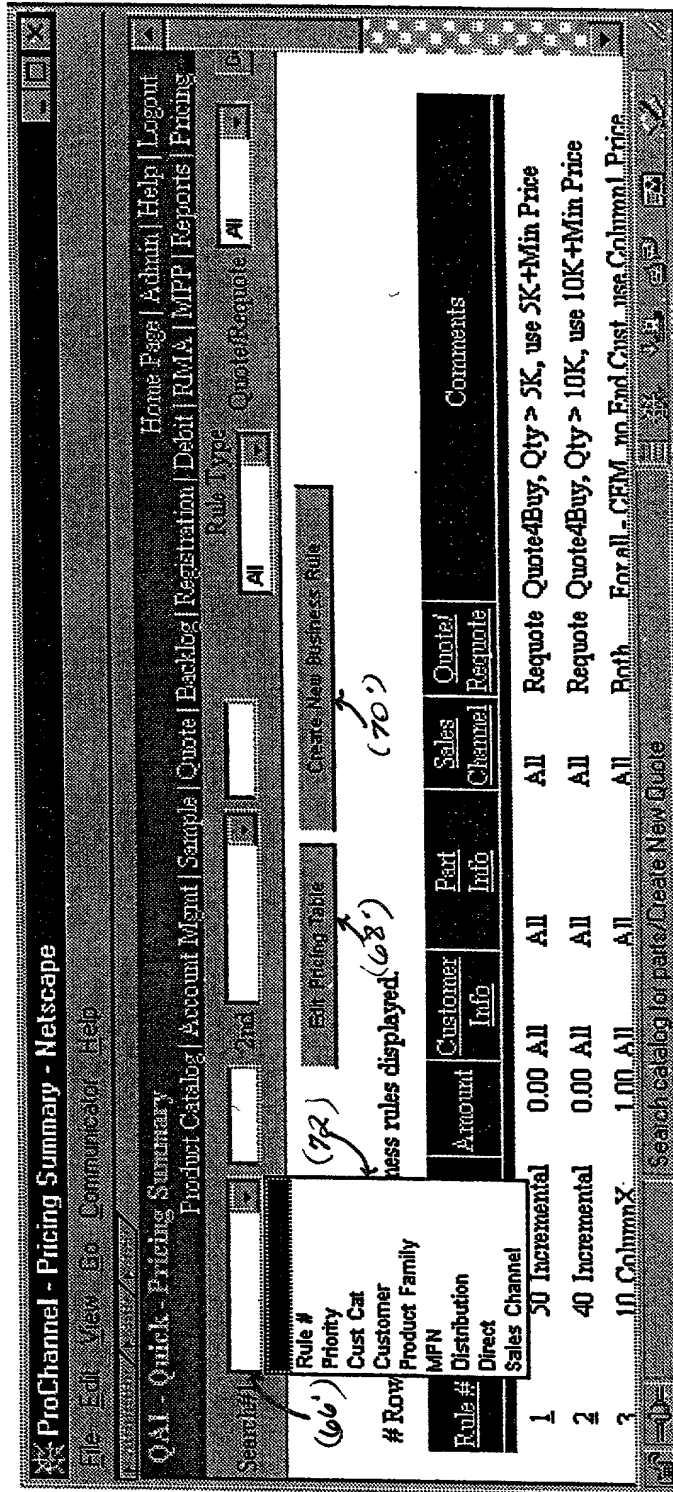


FIG. 4

ProChannel - Business Rule Editor - Netscape
File Edit View Go Communicator Help
QAL - Quick - Business Rule Editor
Product Catalog | Account Mgmt | Sample | Quote | Backlog | Registration | Debit | RMA | MPP | Reports | Pricing

Business Rule: NEW

Required Information

Priority: 10
Rule Type: SELECT ONE
If Incremental Rule: ☐

Amount:

Range/Units for Amount based on Rule Type:
0-100% Discount / Incr. Margin / Markup / VAS
1-a Column Slip / Column X
\$ Sale Cost

Optional Business Rule Parameters

Quote/Requote: ☐ Both
Customer: ☐ All
Approved: ☐ All
Enter Customer or Search:

Sales Channel: ☐ All
Part: ☐ All
Enter Part or Search:

Address: N/A
(for VAS or Please Call Rules)

1st Buy Before:
(enter date)

Turns: Any Duration

Type Of Quote: Any

Quantity Break:

Geography: ☐ All

Enter Comments:

CEM/Not CEM: ☐ All

(74) → (76)

Product Catalog | Account Mgmt | Sample | Quote | Backlog | Registration | Debit | RMA | MPP | Reports | Pricing

FIG. 5

ProChannel - Business Rule Editor - Netscape
File Edit View Go Communicator Help
QAL - Quick Business Rule Editor
Product Catalog Account Mgmt Sample Quote Backlog Registration Debit RMA MPP Reports Pricing
Home Page Admin Help Logout

Business Rule: 1

Required Information

Priority: 50 (78) Amount: 0.00
Rule Type: Incremental
Range/Units for Amount based on Rule Type:
0-100% Discount / Incr Margin / Markup / VAS
1-n Column Slip / Column X
\$ Sale Cost

If Incremental Rule: SkidIn

Optional Business Rule Parameters

Quote/Request: Request Sales Channel: All
Customer: All Part: All
Enter Customer or Search Enter Part or Search
Approved: All Address: N/A (for VAS or Please Call Rules)
CEM/Not CEM: All 1st Buy Before: (enter date)
Quantity Break: \$,000 Turns: Any Duration (80)
Geography: All Type Of Quote: Quote For Buy
Enter Comments: QuickBuy, Qty > 5K, use SkidIn Price
Update Current Rule Create New Rule Delete Current Rule Cancel

Product Catalog Account Mgmt Sample Quote Backlog Registration Debit RMA MPP Reports Pricing
Document Done

FIG. 6

ProChannel - Edit Pricing Table Page - Netscape

File Edit View Go Communications Help

Back Home Location <http://localhost/ProChannel/pcutil/WebListener>

ProChannel - Edit Pricing Table Page

Site Map Product Catalog Quotes Pricing Help Logout

Search By: Rows: 10

Page 1 of 58 10 items displayed out of 571 total. (82)

QuelLogic PN	0-24	25-99	100-499	500-999	1K-4999	5K-9999	10K	Dist Book	ROW Strategic Mktg	Marked	Q199	Q299	Q399	Q499
									Min	Floor	Cost	Ref	Ref	Ref
QL8x12B-XPL68C	\$8.86	\$8.34	\$7.88	\$7.46	\$7.09	\$7.09	\$7.05	\$6.98	\$6.88	\$6.38	\$2.81	\$7.09	\$7.09	\$7.09
QL8x12B-OPL68C	\$11.78	\$11.09	\$10.47	\$9.92	\$9.43	\$9.43	\$9.40	\$9.24	\$9.05	\$6.38	\$2.81	\$9.43	\$9.40	\$9.40
QL8x12B-1PL68C	\$17.63	\$16.59	\$15.67	\$14.85	\$14.10	\$14.10	\$14.10	\$13.68	\$13.25	\$6.38	\$2.81	\$14.10	\$14.10	\$14.10
QL8x12B-2PL68C	\$28.70	\$27.02	\$25.52	\$24.17	\$22.96	\$22.96	\$22.90	\$22.04	\$21.12	\$6.38	\$2.81	\$22.96	\$22.90	\$22.90
QL8x12B-XPL44C	\$8.44	\$7.94	\$7.50	\$7.11	\$6.75	\$6.75	\$6.75	\$6.65	\$6.55	\$5.95	\$2.62	\$6.75	\$6.75	\$6.75
QL8x12B-OPL44C	\$11.22	\$10.56	\$9.98	\$9.45	\$8.98	\$8.98	\$9.00	\$8.80	\$8.62	\$5.95	\$2.62	\$8.98	\$8.98	\$8.98
QL8x12B-1PL44C	\$16.79	\$15.80	\$14.93	\$14.14	\$13.43	\$13.43	\$13.55	\$13.03	\$12.62	\$5.95	\$2.62	\$13.43	\$13.43	\$13.43
QL8x12B-2PL44C	\$27.34	\$25.73	\$24.30	\$23.02	\$21.87	\$21.87	\$22.00	\$21.00	\$20.12	\$5.95	\$2.62	\$21.87	\$21.87	\$21.87
QL8x12B-XPF100C	\$10.21	\$9.61	\$9.08	\$8.60	\$8.17	\$8.17	\$8.15	\$8.05	\$7.92	\$6.98	\$3.07	\$8.17	\$8.17	\$8.17
QL8x12B-OPF100C	\$13.38	\$12.78	\$12.07	\$11.43	\$10.86	\$10.86	\$10.85	\$10.64	\$10.43	\$6.98	\$3.07	\$10.86	\$10.86	\$10.86

(865) (82) (87)

Save Edit Mode

Site Map Product Catalog Quotes Pricing Help Logout

F19.7

ProChannel - Commissions - Netscape
 File Edit View Go Window Help
 Location: e://C:/WINDOWS/DESKTOP/Sales_Demo_2.5/screens/sales/comm_split_new.html
 Bookmarks What's Related
 Home Admin Help Logout

ProChannel
 by INELC

PRODUCT CATALOG ACCOUNT MGMT SAMPLES OPPORTUNITIES CLOSURES DEBITS BACKLOG RMA REPORTS

Save New Rule Cancel and Return (98)

Commissions Rule 0007: (96)

Split Commission

Priority: [] Effective Date: []

Rep 1: [SELECT ONE] Amount: [] Territory: [SELECT ONE] (92)
 Rep 2: [SELECT ONE] Amount: [] Territory: [SELECT ONE] (94)
 Rep 3: [SELECT ONE] Amount: [] Territory: [SELECT ONE]

Add More

Sales Channel: [All] Part: [All]
 Customer: [All] If By Part: []
 If By Customer: [] Enter cust. name or Search
 If By Part: [] Enter part number or Search

Enter Comments: []

Save New Rule Cancel and Return

Document Done

FIG. 8

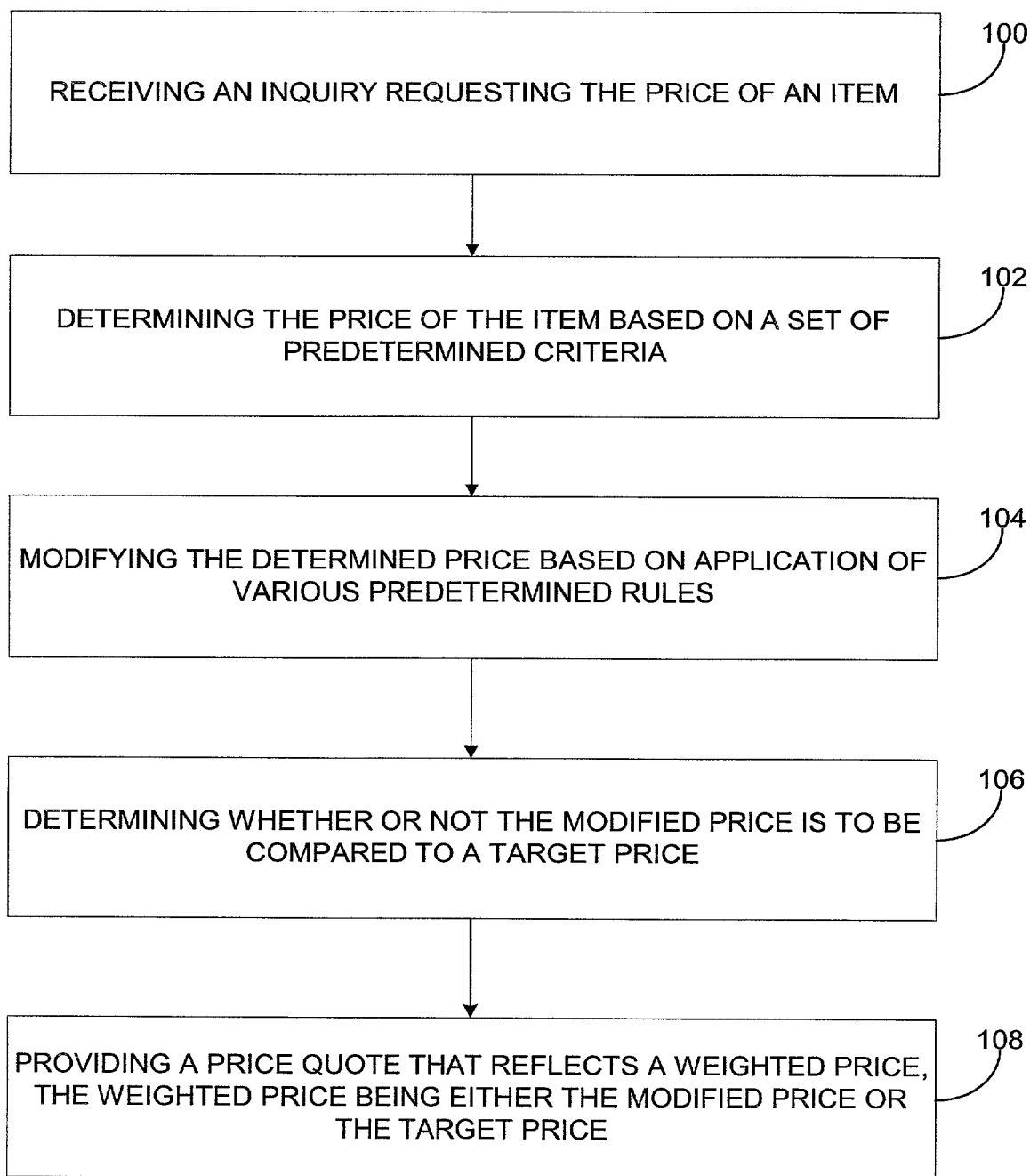


FIG. 9